

2011 Manufacturer's Survey



HOW'S BUSINESS?

- Really bad, forced to conduct layoffs
- Just scraping by
- Poor, but recently hired back a few people
- Slow, customers paying invoices more slowly
- Fair – Just OK...Flat, Steady
- Good, increasing, sales are up, getting better
- Very Good, 25-30%+ growth per year
- Growing 100% per year, Awesome

WHAT SHOULD BE YOUR COMMUNITY'S OR CALIFORNIA'S TOP 3 PRIORITIES TO IMPROVE THE ECONOMY AND GROW BUSINESS?

- Simplify rules & regulations – make environmental compliance easier
- Too many restrictions – government too intrusive
- Reduce regulations and paperwork reporting requirements by 50%
- Reduce fraud and lawsuits - especially workers' compensation
- Lower taxes & costs of doing business [stop hiding behind fees!]
- Bring down medical benefit & healthcare costs, insurance premiums
- Invest money on infrastructure – not entitlement programs
- Facilitate the availability of skilled technical employees
- Support for machining skills to grow employee pool
- Re-establish apprenticeship programs with Sierra College
- Respect manufacturing jobs, offer tax breaks... no double taxation!!
- Get banks lending again, increase access to capital through SBA

WHAT DO YOU LIKE ABOUT DOING BUSINESS IN YOUR COMMUNITY?

- Quality of life, small town atmosphere, good neighbors
- Location, access to markets, supportive local businesses
- Quality, availability & skills of workforce, local talent
- Family-oriented employees, great place to raise a family
- Low-cost, well-delivered local services (most of the time)
- Lifestyle, Climate, Recreation
- Cooperation and partnership with local agencies
- Providing primary wage-earner jobs
- Good infrastructure, proximity to interstate/highways
- Low crime rate – safe community
- Available land for expansion
- Access to services and supplies



Placer County

2011

Manufacturer's

REPORT



PLACER COUNTY
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TO: PLACER COUNTY MANUFACTURING FIRMS

On August 24, 2011 the Manufacturing Subcommittee of the Placer County Economic Development Board sent a survey to 275 manufacturers countywide. Preliminary findings of the survey were presented at the 2011 Manufacturer's Forum held at the Rocklin Sunset Center, Rocklin on October 13th. Final results are contained within this report.

Manufacturing is historically important to Placer County and remains so to this day. The primary wage earner jobs you support serve as a path to prosperity for individuals at many skills levels. The findings in this report highlight the vitality and strength of Placer County manufacturing and showcase their economic contributions.

This information will be used as a stepping stone toward possible restoration of the Placer County Manufacturers' Association. Also, the report will be a powerful tool to influence public policy, creating interest and awareness for manufacturing, potentially leading to additional public investment and incentives to grow the manufacturing base.

The Placer County Economic Development Board expresses its appreciation to all of the manufacturers that completed the survey. Thank you for endorsing the message that manufacturing is essential to the future of Placer County and California as a whole.

Respectfully submitted,

Jennifer Montgomery, Chair,
2011 PCEDB

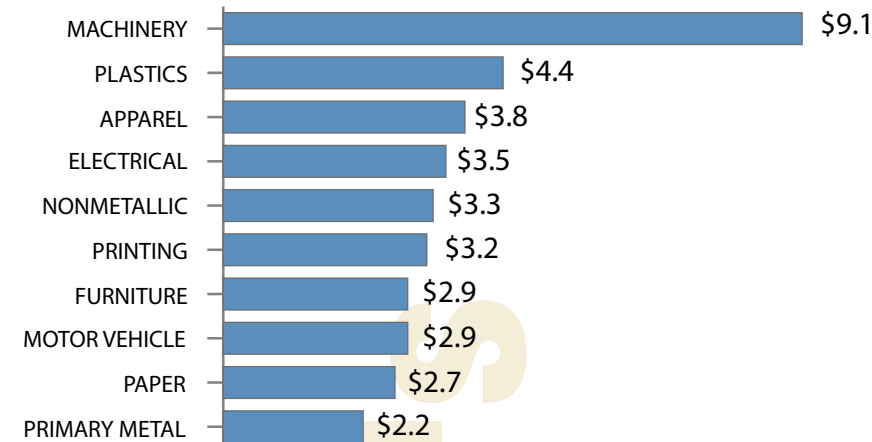
Dave Baker, Chair,
Manufacturers' Subcommittee

CALIFORNIA MANUFACTURING FACTS (2010)

- Manufacturers in California account for 12 percent of Gross State Product (\$224 Billion)
- California Manufacturing Employment = 1,242,300
- Average Annual Compensation in Manufacturing = \$84,743
- Average Annual Compensation in Non-Farm Sectors = \$49,914
- California Manufactured Goods Exports = \$124.5 Billion
- California's Exports and related jobs could double if congress passed strong, pro-export Legislation

*Source: National Association of Manufacturers

TOP 10 CALIFORNIA MANUFACTURING SECTORS (IN BILLIONS OF DOLLARS, IN 2008)



These ten manufacturing sectors account for 89.3 percent of total.

Source: U.S. Bureau of Economic Analysis

SACRAMENTO METROPOLITAN AREA COUNTY BUSINESS PATTERNS (2009)

- 36,627 Manufacturing Employees
- \$1,935,138,000 Annual Payroll
- 1,437 Establishments

PLACER COUNTY COUNTY BUSINESS PATTERNS (2009)

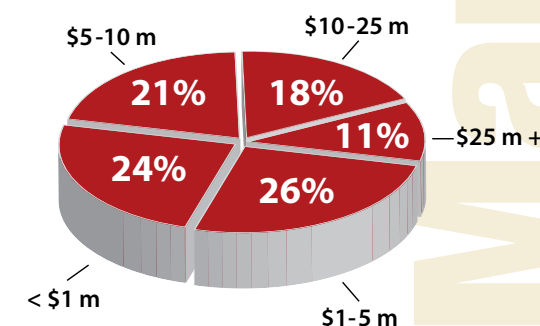
- 7,137 Manufacturing Employees
- \$547,369,000 Annual Payroll
- 261 Establishments



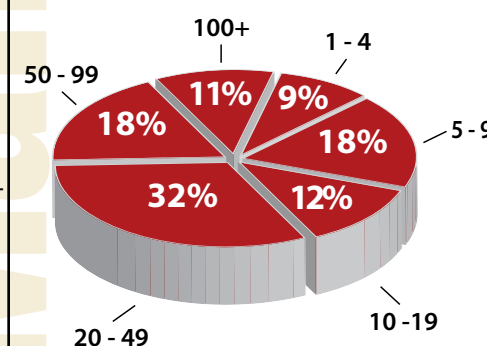
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ANNUAL SALES:



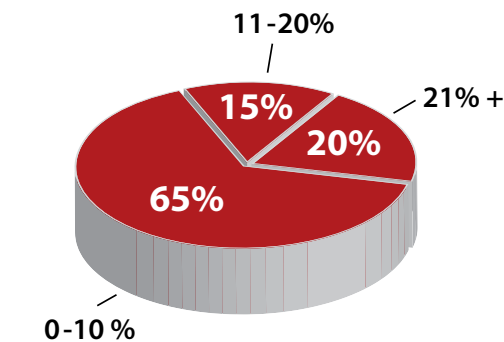
EMPLOYEES:



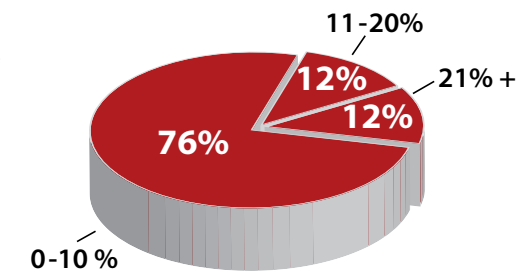
CAPITAL EXPENDITURES (LAST 3 YEARS)*

\$234 MILLION
(OR \$1.8 BILLION_e)

% of products exported:



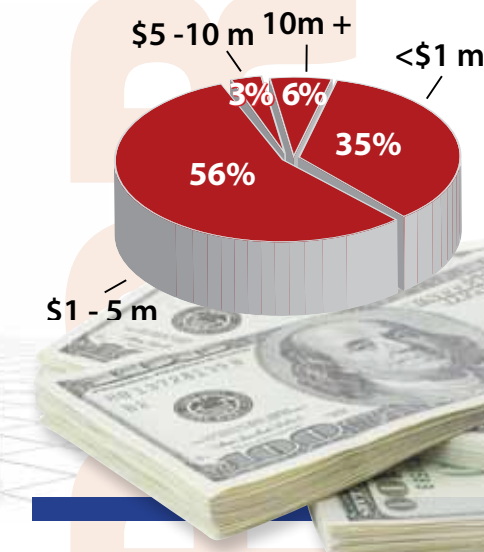
% of Goods/Services purchased locally:



* Including buildings and structures; manufacturing machinery & equipment purchased (new and used); auto/truck fleet; IT equipment including software; communication services (advertising, promotional, and purchased professional & technical services)

_e Estimates based on all 275 manufacturers in database.

WAGES & SALARIES:



FRINGE BENEFITS: MEDICAL, DENTAL, VISION, RETIREMENT

All Benefits	35%
None	12%
Medical	83%
Dental	67%
Vision	44%
Retirement	61%
Other	19%

TAXES

Property Taxes Paid..... \$2.8 Million (\$21.4 million_e)
Sales Taxes Paid \$2.3 Million (\$17.6 million_e)

FACILITIES

Square Footage 2,155,640 (16.5 Million_e)
Owned 53%
Leased 47%

Value of Machinery
& Equipment \$104 Million (\$794 million_e)